

You and Your Network: 8 Vital Links to an Exciting Life by Fred Smith, World Book Publisher, 1998. (70 Quotes selected by Doug Nichols)

1. What is Joy?

Joy is a result of what we think and do—most of which we can control if we have the courage to take charge of our lives. (Page 18)

2. Hope and Joy.

A young preacher in his first pastorate in a small northern mill town was talking for his first time with the mill owner, who said, “Young man, you have not seen me in church and you will not see me until my funeral. I own this town and this mill. It is my pot of gold. When I came here, a young immigrant, I heard that in America there was a pot of gold at the end of the rainbow. I found the gold, but, young man, I lost the rainbow.”

From the time God first showed it to Noah, the rainbow has been the symbol of hope—the promise of ultimate victory and of relatedness with the eternal and the divine. The hope and the joy it brings is what the mill owner lost. But he didn’t have to. Life is rarely a choice between the rainbow and the gold. We can have both. (Page 18)

3. Live and Die Rich.

I would like to live rich as well as die rich. (Page 18)

4. Choosing Our Attitude.

In his book *Man’s Search for Meaning*, Victor Frankl sets forth the most significant idea; “We have a right to choose our attitude.” Frankl was speaking from the desperate experience of a concentration camp where they stripped him of his family and even his cloths, making him dig with his bare hands in the frozen ground for food—a situation far more desperate than any of us have experienced. Yet he found that his captors could not take away his right to choose his attitude. And for this reason, he was freer than his guards, who absorbed their attitude from the inhuman Nazi regime. Because Victor Frankl *chose his attitude*, he was able to work out his ingenious psychiatric theory of Logo therapy while in a concentration camp. (Page 19)

5. Forgetting Ourselves.

One of the truly nice stories I've heard concerning a young Amish girl who received a small box of candy for Christmas. Her mother, teaching her unselfishness, suggested she keep the candy unopened until her friends came by. After several weeks her friends came and she excitedly passed the candy around, with each taking a piece. She closed the box and set it on the table without taking a piece herself. When her mother asked her if she wanted some of the candy, she blushed and said, "Oh, I forgot that I was here." How many times the deep sense of joy comes as we give ourselves into forgetfulness. (Page 21)

6. Leaving a Better Team.

A retiring executive who said his lifetime ambition had been to "leave a better team on the field than the one I joined." (Page 23)

7. Things to Own, People to Love.

One of the most helpful disciplines ever given is Oswald Chambers' "Sit loose to things." Own then, enjoy them, expect them, welcome them when they come, but still "sit loose to" them. That way, if they go, they do not carry us with them. Things are to own and people are to love, rather than things to love and people to own. It isn't from the value of the car that we derive the value of the person who get out of the car. (Page 24)

8. Joy to Work.

Work is essential to joy. Those who have learned to accept rather than escape meaningful work have added the element of joy to their labor. After Edison had worked sixteen hours a day, seven day a week, Mrs. Edison said to her husband, "You have worked long enough without a rest. You must go on a vacation. Decide which place you would rather be than anywhere on earth and go there." Edison said, "Very well. I will go there tomorrow." The next morning he returned to his laboratory. He found *joy*, not escape, in working. (Page 25)

9. Excitement.

"There's nothing wrong with me that a little excitement won't cure." (Page 27)

10. Worthwhile Practice.

Often football players say, “Only on Sunday in the game does the practice become really worthwhile.” (Page 30)

11. Ideal Life.

Beware the unbalanced life, for it is often the joyless life. The Mayo Clinic announced a new cure for getting over the “tired feeling” by showing the patients how to live a balanced life. Dr. Richard Clark Cabot gave the formula: work, play, love, and worship. And the Mayo Clinic made a cross of four arms of equal length to represent the ideal life. This is the life in which there can be resident joy. (Page 30)

12. Networking -- Old Idea.

Networking is the way most things happen and, even though it is a fairly new term, it’s an old, old idea. Great achievers have always understood the necessity of organized assistance. (Page 35)

13. Maturity and Success.

Pray for maturity and work for success. (Page 38)

14. Choosing Direction over Goals.

Choosing a goal in life is not our most important decision. Choosing the direction is more important than choosing the goal. Enticing short-range goal can take us in the wrong direction. Mature success and satisfaction come in the direction we move, not in the goals we attain. (Page 40)

15. Recognize Opportunities.

The real progress in life comes in recognizing opportunities. Problem-solving is important, but it is just a means of taking advantage of the opportunity. (Page 40-41)

16. Goals Confirm Direction.

Goals are mainly important to confirm that we are traveling in the direction we intended to go. (Page 41)

17. The Joy of all Christian leaders. . .

Once, serving on the board of directors with Mason Roberts, then president of Frigidaire, I was inspired by his thought, “When you get a hundred individuals to do 1 percent more than they would have done without you, you have created a new life.” As I think back on my many years in executive life, I can repeat with Maxey Jarman what he said to me near his retirement. “It’s not the many plants we’ve built, but the many people we have developed which is my greatest satisfaction.” (Page 42)

18. Concentrate on Working the Plan.

Set the goal, then forget it, and concentrate on working the plan enthusiastically. (Page 43)

19. “Association makes a broader man”

Most associations just happen. I think there’s a better way. Association should be planned. The truism, “Birds of a feather flock together,” is no always the best formula for profitable, purposeful association. Those who want to be like eagles can’t spend all their time with turkeys. (Page 49)

20. We Learn and We Teach

We associate up to learn and associate down to teach. It is difficult to lift another unless you are above him. Being above him increases our responsibility to lift. This keeps us operating on two groups—those from whom we are learning and those whom we are teaching. The wonderful about our human flexibility is that we can keep growing our whole life through. (Page 50-51)

21. Character is Foundation.

Character is the foundation upon which worthwhile accomplishments must be built. (Page 51)

22. Courage.

Courage commands the fear which is in all of us. (Page 52)

23. Brave Men.

Daddy Warbucks said, “A coward dies many times, a brave man only once.” (Page 52)

24. Redeeming Quality of Humor.

Writers of biography, of both the worthy and unworthy, invariably give us an evaluation of their subject's "sense of honor" or lack of it. Magazine and newspaper writers often keep the person's sense of humor until last, using it as the crowning or redeeming quality. (Page 54)

25. Money Is Not God's Reward.

The people we read of in the Old Testament thought their material possessions confirmed God's favor toward them. Many of the Puritans, who considered America the New Jerusalem and Americans the new chosen of God, viewed money as evidence of a special relationship with God. Not only do I not believe that, but I blush for those who do. I am troubled when I think of saints in poverty having to bear this additional judgment from some who deem their money to be a reward from God when, in fact, they have fortuitously been at the right place at the right time. It is incredible to suggest that God highly favors in a special way the infinitesimally small group that have acquired wealth in the Christian community. Even overzealous speakers claim that God wants everyone whom he can trust to be rich. They insinuate most people are poor because God can't trust them. Pitiful arrogance! Money is not God's reward for his saints. (Page 56)

26. Money Is a Means.

Money is a means, made good or bad by choice of option. (Page 57)

27. Giving Money Away.

Maxey Jarman had given millions of dollars to Christian causes. In the latter part of his business life he had some reverses. During this temporary period I asked him if he ever thought about the millions he had given away, now that he was not as wealthy. He replied, "Of course I have, but remember, I never lost a dollar of the money I gave. I only lost what I kept." (Page 62)

28. Sense of Responsibility.

Freedom is not our best export. Our best export is a "sense of responsibility." By exporting freedom, alone, we are giving a formula for frustration. Freedom is a means, never an end in itself. Only the responsible will bless the world in their freedom. (Page 64)

29. Developing Character.

It's unfortunate that we cannot develop character as easily as we can develop wealth. (Page 65)

30. Start Immediately to Change.

William James said, "The first step in changing any behavior is to start immediately." (Page 66)

31. Excited About a Giving Opportunity.

You know you have become a true giver when you get as excited about a giving opportunity as you do about a good investment opportunity. (Page 67)

32. Heroes Guide Us Upward.

We cannot love fully without heroes, for they are the stars to guide us upward. They are the peaks on our human mountains. Not only do they personify what we can be, but they also urge us to be. Heroes are who we can become if we diligently pursue our ideals in the furnace of our opportunities.

Heroes are those who have changed history for the better. They are not always the men and women of height potential, but those who have exploited their potential in society's behalf. Their deeds are done not for the honor but for the duty. Through our study of heroes we enter the realities of greatness. (Page 68)

33. Heroes Give Indication of Character.

A discerning investor was having lunch with a young man who had recently been made CEO of a corporation. Early in the conversation he asked the young executive to talk of his heroes. The young man named a ruthless military genius and an arrogant executive. From then on, the conversation took a cool turn and ended much sooner than expected. Later, the investor said, "What a shame to turn over an organization to such immaturity." And because of his impression of the young man, he sold his large block of stock, which proved a good decision. (Page 68-69)

34. Appreciation of Greatness in Others.

Those who have no heroes have not yet identified their highest ideals. Greatness demands an appreciation of greatness shown in others. (Page 69)

35. Looking Up, We Are Drawn Up.

Heroes not only inspire us, but they prove the greatness of which the human spirit is capable. In looking up, we are drawn up. (Page 70)

36. Lincoln's Superior Spirit.

Abraham Lincoln combined strength and gentleness. He could do his duty as he saw it though it tore his heart in two as he did it. He didn't seem to possess a superior gift but a superior spirit that matched the opportunity. He was able to be flexible without changing course or values. He lacked personal happiness but he had abiding joy. (Page 72)

37. Early Church Heroes Were Martyrs.

"The heroes of the early church were martyrs and ours are celebrities." Herein may lie a great deal of the weakness of our church. Not that we should foster martyrdom, for there's no one more hypocritical than a self-professed martyr looking to be sacrificed. Yet, persecution has always been known as the greatest purifying agent of religion. Emerson said, "Those who follow after celebrity sip the foam of many lives." Our celebrities rise on a wave of applause and break on the rocks of inattention. They are fantasy waiting to be exposed. (Page 74-75)

38. Servant of All.

Thomas á Kempis said, "He cannot continue long at peace who does not strive to be the servant of all." (Page 81)

39. Predicting Behavior.

The brilliant Dr. Shervert Frazier said, "I can very nearly predict a person's behavior if I know how a boy defines a man and a girl defines a woman." (Page 82)

40. G. Campbell Morgan, Stedman's Example.

Ray Stedman modeled his Scripture teaching after G. Campbell Morgan. (Page 82)

41. Losers Personify Our Best Traits.

In a society that chooses celebrities over martyrs, we can expect harsh treatment for losers. However, many losers in their very being personify some of our best traits. I am reminded of what Abraham Lincoln said, “I’d rather lose in a cause that will ultimately succeed than succeed in one that will ultimate fail.” (Page 85)

42. Genuine Courage Rare.

Genuine courage is rare. As Eric Hoffer explains, “Doubting our self-worth we are terrified of independent thinking; therefore, we prefer to be agents of a larger cause or vision. By these belief systems we are told how to act and what to believe. They lend nobility and meaning to our lives.” (Page 87)

43. A Disciplined Life.

The superior man has a fertile mind, a deep understanding, a cultivated taste. And a disciplined life. (Page 92)

44. Great Minds.

“To live for a time close to great minds is the best kind of education. *John Buchan.* (Page 92)

45. Real Education.

Einstein wittily said, “Education is what you learn after you have forgotten everything you learned in school.” (Page 93)

46. Education Is an Attitude.

Sydney Harris wrote, “Education is not a mass of facts or inert ideas, as Whitehead called them, but an attitude and appetite and approach, a frame of mind, a function of the full personality, of all will, the spirit, and the imagination as much as of the intellectual force,” (Page 93)

47. Healthy Human is Growing.

No one can let up and keep up. A healthy mind is a growing mind. A healthy human is a growing human—mind, spirit, and emotion. (Page 93)

48. Truly Educated Are Mentored.

Self-education is anemic education. Truly intelligent people know that they have not been self-educated. Who knows enough to educate himself? The truly educated have been mentored, either in person or by reading or association, by superior minds with greater skill and mature spirits. (Page 94)

49. Changing Inner Attitudes Change Our Lives.

The eminent professor William James found “The greatest revolution in our generation is the discovery that human beings, by changing the inner attitude of their minds, can change the outer aspects of their lives.” Our emotions are the result of these attitudes. (Page 104)

50. Perfectionism Is a Fallacy.

There’s a cover story in a recent issue of *Psychology Today* that shows the fallacies of perfectionism, and how often some people sacrifice broad progress for narrow perfection. Maxey avoided that. (Page 109)

51. No Opportunity, No Responsibility.

No opportunity, no responsibility. You hear people bemoan the fact they can’t meet a certain need. If you have no genuine opportunity, you have no responsibility. A man in jail can’t become a foreign missionary. As Spurgeon said, “If you can’t speak, God didn’t call you to preach.” (Page 110)

52. Activities Bring Results.

Result is the best excuse for activity. (Page 111)

53. Writing is Good.

Bacon said, “Writing makes an exact man.” (Page 113)

54. Stop Learning, Stop Living.

When we stop learning, we stop living. (Page 118)

55. Information to Knowledge to Wisdom.

It takes time to turn information into knowledge and still more to turn it into wisdom. (Page 118)

56. Salt in Our Lives.

When we are called salt, we are a preservative in the sense that we are anti-gossip, we refute error, and we preserve the righteousness of life. Also, as salt we flavor. As an individual I should have an improving, constructive and personality, with friendliness and humor. (Page 124)

57. Christ's Death Is Redemption.

Christ did not shortcut his times by dying any way other than the normal way. He lived a normal life without sin, which is the miracle. He died not as an example but as a sacrifice, which is the power of His death. The story of the cross, to me, is not the story of suffering but of redemption. (Page 126)

58. Forgetting the Past.

Dr. James Cain of Mayo said a large part of the stomach trouble in America could be cured if people could forget the past. (Page 130)

59. Humility and Vanity.

Thomas á Kemper said it this way, "It is good that we at times endure opposition and that we are civilly and untruly judged when our actions and intentions are good. Often such experiences promote humility and protect us from vainglory. For then we seek God's witness in the heart." (Page 132)

60. Continually Fighting with Enemies.

Napoleon warned us against continually fighting with our enemies, "You must not fight too often with one enemy, for you will teach him all your arts of war." (Page 137)

61. Be Civil.

"Be civil to all, sociable to many, familiar with few, friend to one, enemy to none."
Benjamin Franklin (Page 139)

62. Anger.

Anger passes quickly for the wise and slowly for the fool. (Page 139)

63. Strong Discipline.

Any good organization has to have a strong discipline, and the better the discipline, the less the punishment. (Page 174)

64. Chose When You Want Children to Dislike You.

Though oversimplified, there is truth in what Sam Levenson, the Jewish comedian, says, “Chose when you want your children to hate you. If they love you when they’re young, they’ll hate you when they’re old: and if they hate you when they’re young, they’ll love you when you’re old.” (Page 180)

65. Ignorance Is a Friend.

Concentrating on our knowledge rather than our ignorance, we lose our sense of awe. In this sense, my ignorance is my friend, not my enemy. It is my playground of the future. I don’t need to compare what I know to anyone else. I need to compare what I don’t know with the vast amount I can learn. The more I know, the more we realize there’s so much more to stimulate wonder. (Page 192)

66. The Wonder of the World.

You don’t need money to fill your life with wonderment. The poorest person in America can borrow books or look at the wonder of an ant carrying a stick. Sometimes I search the Friday newspaper for all the things I could do on the weekend without money—lectures, concerts, walking trips, museums. Some people are so overcome with what they can’t do for lack of money; they’re blind to what they can do. Every human being can open his eyes to the wonder on the world. (Page 193)

67. Acquisition Is an Enemy.

Acquisition is a tremendous enemy of the sense of wonder because our energy and excitement get used up in the process. Acquisition fuels pride, not our sense of wonder. (Page 194)

68. No Urgency.

If you have no sense of urgency, then you have nothing important in your life. Someone has said one of the problems of retirement is you lose your urgency because your priority list becomes level; nothing stands out as having to be done. One of the great motivations of life is that things have to be done at a certain time and in a certain

way; you become urgent about them. People who have no urgency can lose their zest. (Page 194)

69. Gratitude Is Healthy.

Hans Selye, in the *Stress of Life* points out that according to his research, gratitude is healthiest of emotions, whereas revenge is the unhealthiest. It's interesting that the Bible tells us to be grateful for all things, and another verse proclaims, 'Vengeance is mine, I will repay,' saith the Lord." God says not to harbor vengeful feelings, but to be constantly grateful. Here is an example of a modern scientist verifying Scripture. (Page 197)

70. God Will Win in Spite of Us.

The best proof that God is all-powerful is He will win, even though we are on His side. (Page 198)